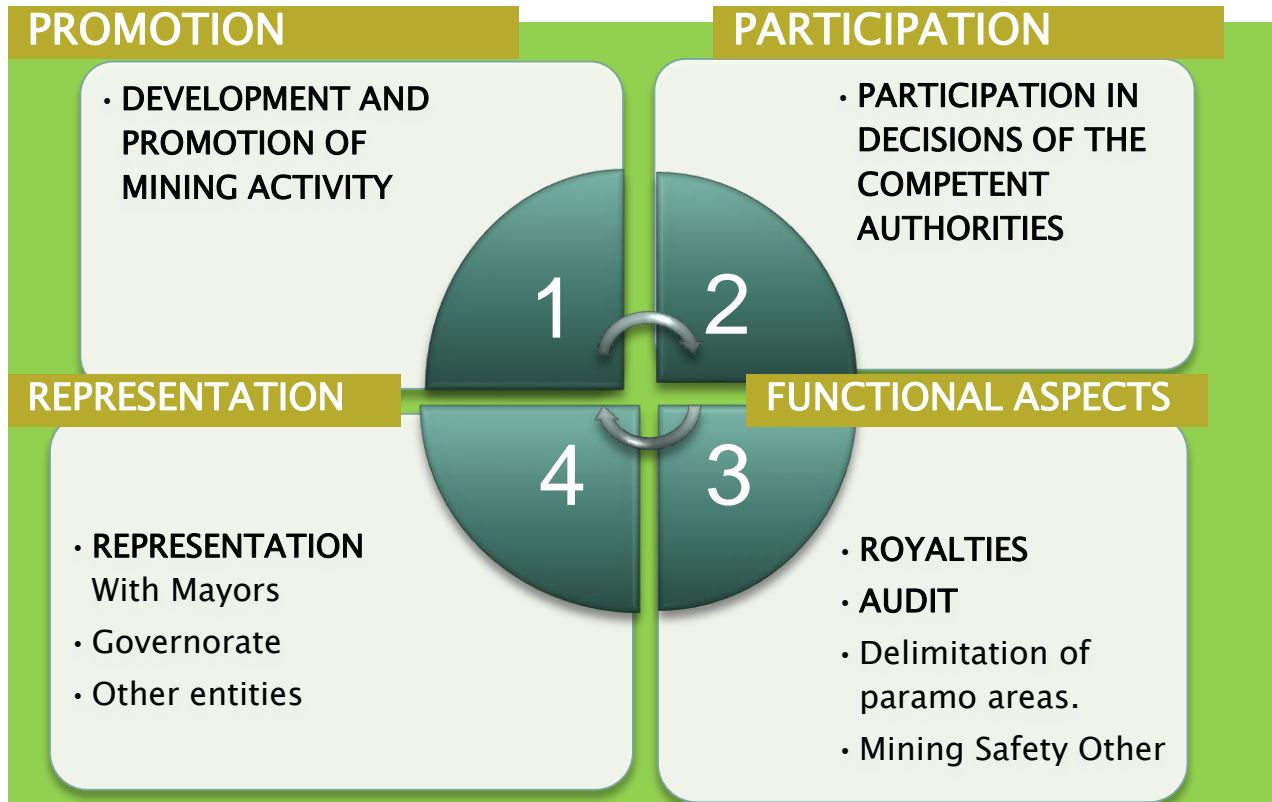


FEDERATION OF COAL PRODUCERS OF BOYACÁ

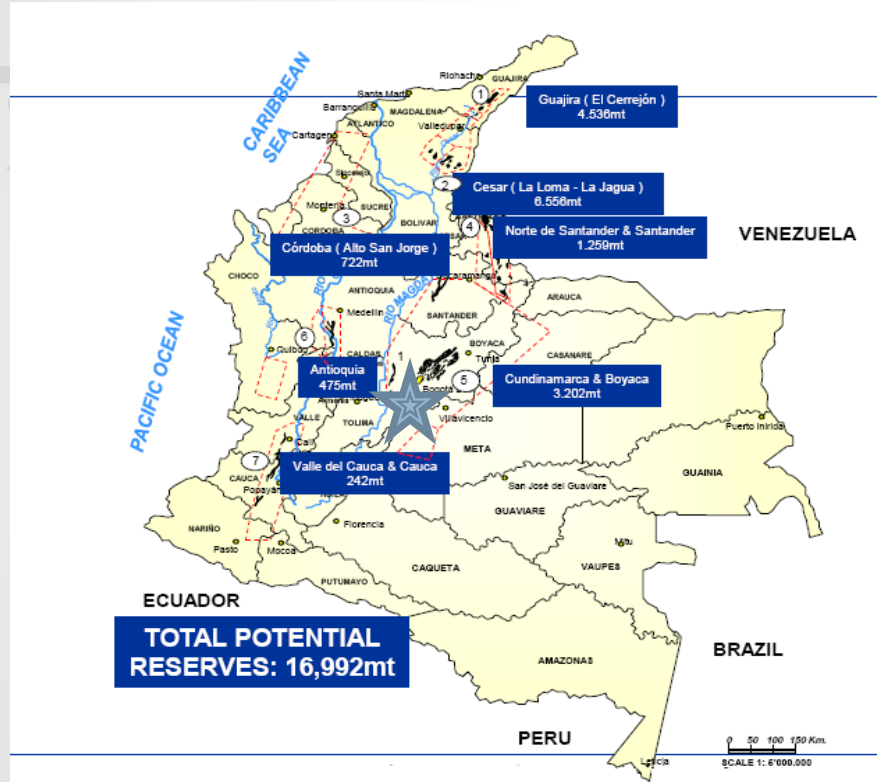


LUIS GABRIEL CHIQUILLO DIAZ
EXECUTIVE DIRECTOR

PILLARS OF FEDECARBOY



COLOMBIA'S POTENTIAL RESERVES



Boyacá is a department with interesting thermal and coking coal resources. 90% is small Mining production (less than 15,000 tons per year).

There are more than 750 mining titles for coal. Boyacá can produce about 4.0 million tons. – year in thermal coal.

Domestic consumption demands an average of 2.0 million tons. It has had participation of up to 300,000 tons per year in thermal coal exports. Transportation to the port is done in 35 ton trucks. You can opt for multimodal transport.

INDUSTRIAL SECTORS – REPRESENTATIVE IN THE CONSUMPTION OF COAL IN COLOMBIA Year 2.020

➤ Power Generation	: 1.700.000 Ton.
➤ Cement Production	: 800.000 Ton.
➤ Paper industry	: 700.000 Ton.
➤ Brick Production	: 150.000 Ton.
➤ Food and Beverages	: 120.000 Ton.
➤ Textile Industry	: 120.000 Ton.
➤ Other	: 60.000 Ton.
➤ OTHER THERMAL	: 3.650.000 Ton./Año
➤ Steel industry	: 350.000 Ton.
➤ Coking	: 3.600.000 Ton.
➤ TOTAL COKING COAL	: 3.950.000 Ton./Año

INTERNAL CONSUMPTION AND EXPORTS FIGURES 2.019

FEDECARBOY COMPILATION

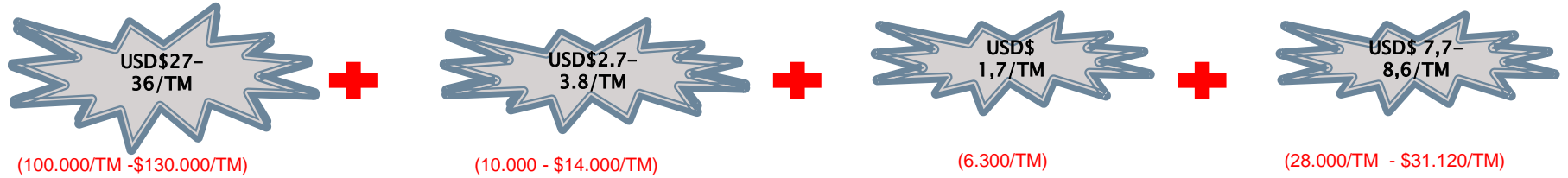
CONSUMER COMPANY	TONS
ACERIAS PAZ DEL RIO S. A.	366.102
ARGOS	349.746
BRINSA	123.400
BULK TRADING	820.000
BULK TRADING	250.000
C. I. PRODYSER S.A.S.	100.000
C.I. INTERAMERICAN CONMINAS	350.000
C.I. MILPA S. A.	1.163.000
CARBOCOQUE	500.000
CARBONES ANDINOS	180.000
CEMENTOS TEQUENDAMA	60.000
CEMEX	249.085
COEXCCOL	26.000
CONTEGRAL	25.000
COQUECOL	1.300.000
CRISTALERIA PELDAR S. A.	17.436
EMGESA	23.178
GENSA	255.811
HOLCIM	133.000
INVERSIONES PINZON MARTINEZ	80.000
MINEX	510.000
MINMINER S. A.	180.000
PROPAL	636.000
SMURFIT CARTON DE COLOMBIA	110.000
TERMOSOCHAGOTA	3.690
TERMOTASAJERO	320.000
TRAFIGURA	800.000
TOTAL	8.931.448

THERMAL COAL STOCKYARDS –NOBSA–SOGAMOSO–TASCO

STOCKYARD	LOCATION	TYPE OF MARKET	HANDLING CAPACITY-TON / MONTH
IMPALA	KM 6.5 VIA SOGAMOSO- CORRALES	EXPORT	20.000
TRAFIGURA-SEVEN SEAS SAS	KM 5.5 VIA SOGAMOSO- CORRALES	EXPORT	15.000
TECNOCARBONES	KM 5 VIA SOGAMOSO- CORRALES	NATIONAL	8.000
MINERALES SUAMOX	KM 5 VIA SOGAMOSO-BELENCITO COSTADO ORIENTAL	NATIONAL	10.000
MINERALES SANTA MARIA-CARBONES ORO NEGRO	KM 6. VIA SOGAMOSO- CORRALES	NATIONAL	20.000
MINERTRANS LTDA	KM 5.7. VIA SOGAMOSO- CORRALES COSTADO DERECHO	NATIONAL	15.000
CARBONES DE BOYACA	VIA SOGAMOSO CORRALES SECTOR EL BUJIO COSTADO IZQUIERDO DE LA VIA CENTRAL	NATIONAL	10.000
CARBONES DEL ORIENTE	KM 2. VIA CORRALES-TASCO-COSTADO DERECHO	NATIONAL	8.000
MINEXCOM SAS	KM 3 VIA CORRALES TASCO-COSTADO DERECHO	NATIONAL	13.000
INVERSIONES JUAN CARLOS BARRERA	VIA OGAMOSO-CORRALES-CRUCHE VIA A MONGUI	NATIONAL	8.000
CARBONES TERMISCOS DE TASCO	KM 1 VIA TASCO-PAZ DE RIO-COSTADO DERECHO	NATIONAL	8.000

General Description of Logistics, Primary Transportation Costs and Ports or Consumption Centers.

Exchange rate \$3.603



PRICE AT MOUTH MINE
(It varies according to the quality of the coal and the production costs of each mine)

COLLECTION CENTER
(Unload, Mix, Stack, Load)

SATELLITE STORAGE IN PORT UNLOADING, STACKING, LOADING AND MOVING TO PORT. (It only applies in Santa Marta for a marketing company that has an additional collection center)

SEA PORT

FREIGHT FROM THE MINE TO THE COLLECTION CENTER (Dump trucks and Double Troque) It varies according to the distance from the point of location of the Mine to the collection center where it must unload

FREIGHT FROM THE COLLECTION CENTER TO THE PORT

Maritime: (Tractomulas) To Barranquilla, Buenaventura

(102.000/TM - \$132.000/TM)

(10.000/TM - \$17.000/TM)



ESTIMATED TOTAL LOGISTICS COST
USD\$ 69-91/TM

LOGISTICS FROM THE CENTER OF THE COUNTRY

CURRENT ROAD FREIGHT RATES AS OF MARCH 18-21

CITY-ORIGIN	DESTINATION CITY OR PORT	DISTANCE-Km	FREIGHT VALUE / TON \$COP	FREIGHT VALUE / TON \$USD	PORT COSTS \$USD
SOGAMOSO	BARRANQUILLA	912.3	\$120.000	\$ 33	\$ 12
SOGAMOSO	PUERTO BRISA	947.8	\$125.000	\$ 35	\$ 9
SOCHA	BARRANQUILLA	992.3	\$132.000	\$ 37	\$ 12
SOGAMOSO	BUENAVENTURA	729.2	\$102.000	\$ 28	\$ 12
SOCHA	BUENAVENTURA	809.2	\$106.000	\$ 29	\$ 12
SOGAMOSO	CALI	662.7	\$107.000	\$ 30	\$ 12
Exchange Rate Average for the current Month	\$3.603				

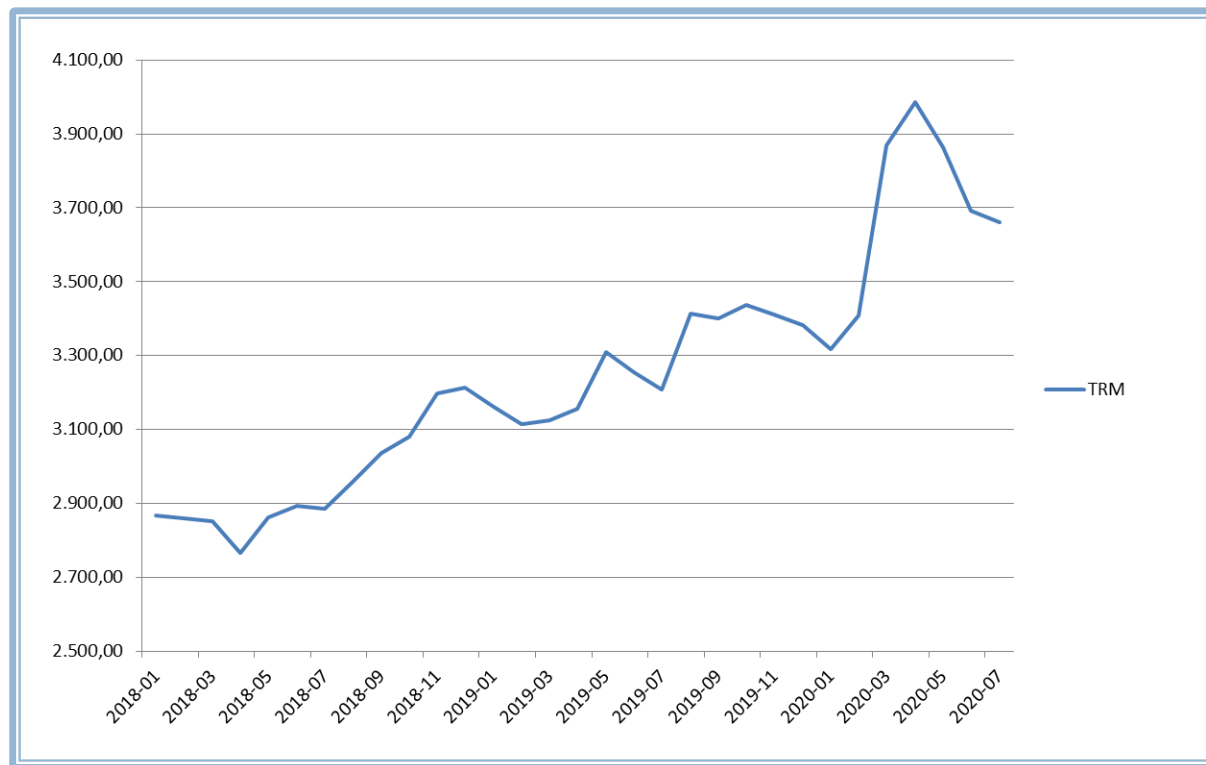
FREIGHT RATE FROM COLOMBIAN PORT TO SOUTH EAST CHINA

Freight costs, are normally between US\$20 and \$25 per tonne between Puerto Bolivar in the Colombian Caribbean and south-east China.



ASIA AS AN OBJECTIVE MARKET

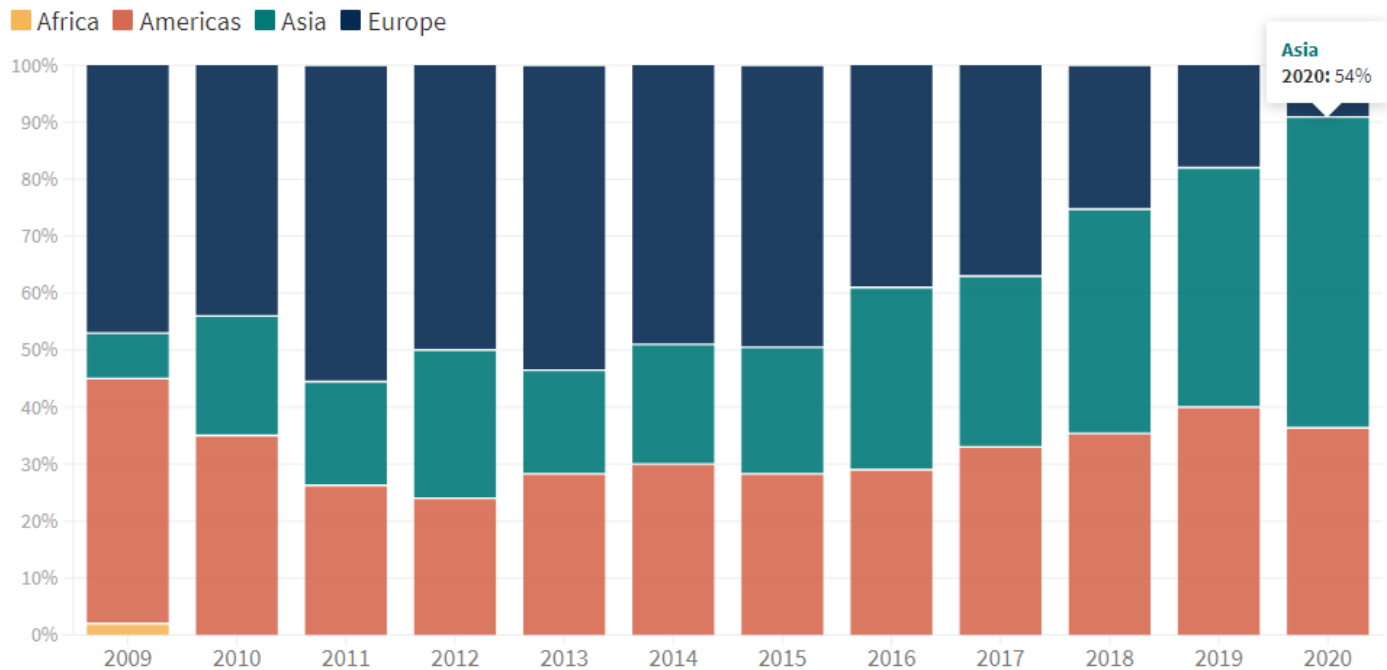
MONTHLY AVERAGE EXCHANGE RATE COP/ USD 2018-2020



<https://www.banrep.gov.co/es/estadisticas/trm>

COLOMBIA'S COAL DESTINATION

Where does Colombia export its coal?



Source: Colombian Mining Association



WHERE DOES CHINA STANDS IN THE COLOMBIAN MARKET ?

China imported 299.7 million tonnes of coal in 2019.

China, the world's biggest coal consumer, saw overall consumption of the fossil fuel increase by 0.6% in 2020 from a year earlier to around 4.04 billion tonnes



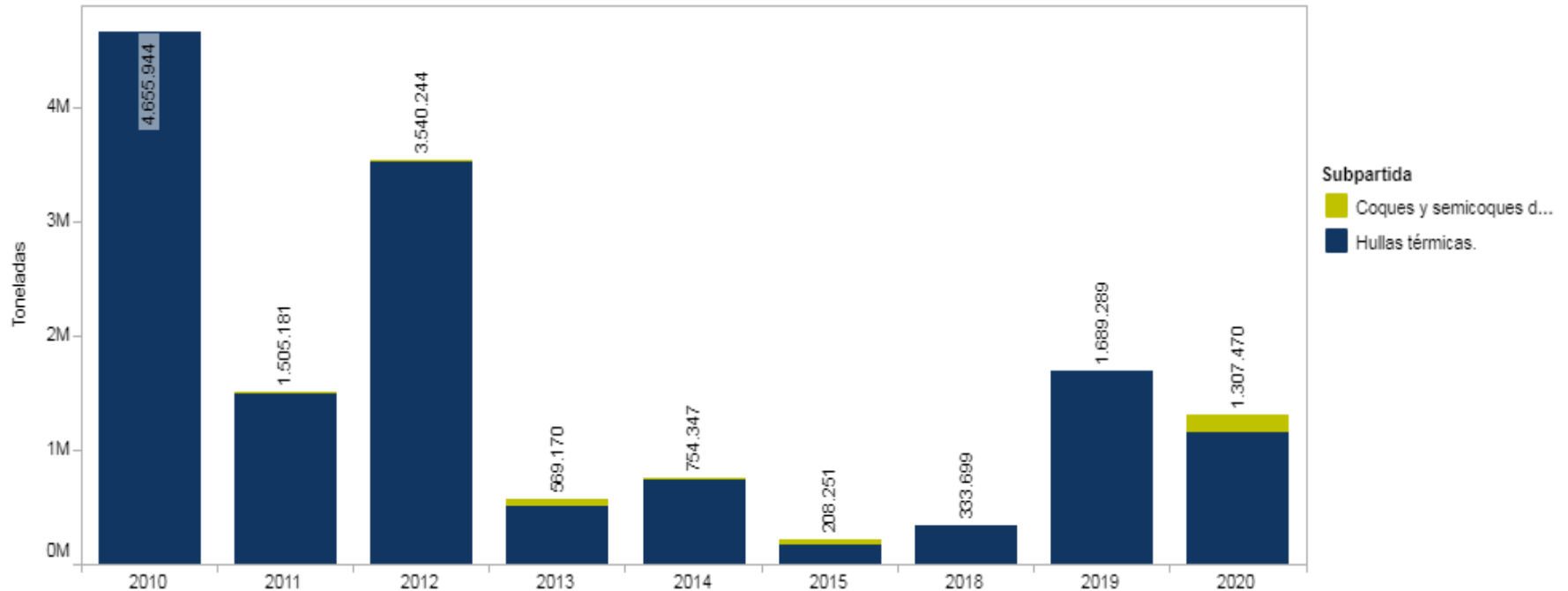
Coal

Chinese Coal Imports in 2020 up by 1.5%

Strategic Research Institute ·
18 Jan, 2021 · 1 min read

SCMP reported that China National Coal Association recently said that China's coal consumption is expected to continue rising in 2021 despite Beijing's pledges to boost the use of clean energy and curb greenhouse gas emissions.

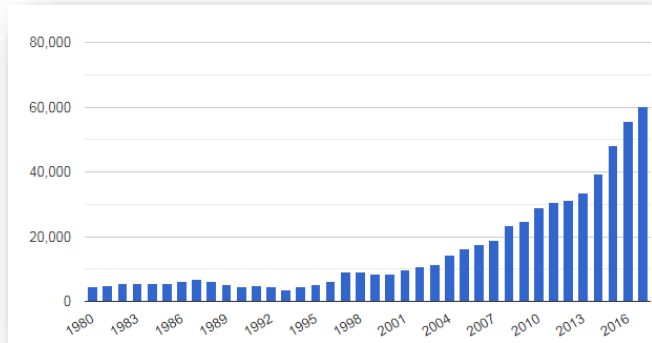
COLOMBIAN COAL EXPORT FIGURES TO CHINA



Source: <https://www.upme.com>

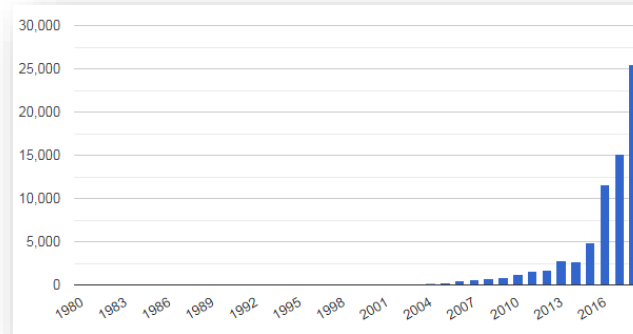
VIETNAM

COAL CONSUMPTION – SHORT TONS



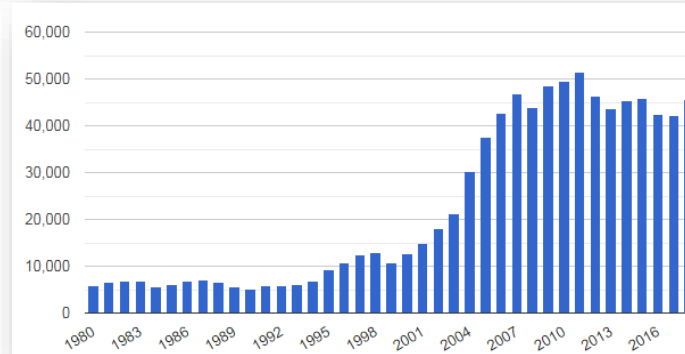
54.664 Tons by
2018

COAL IMPORTS – SHORT TONS



23.137 Tons by
2018

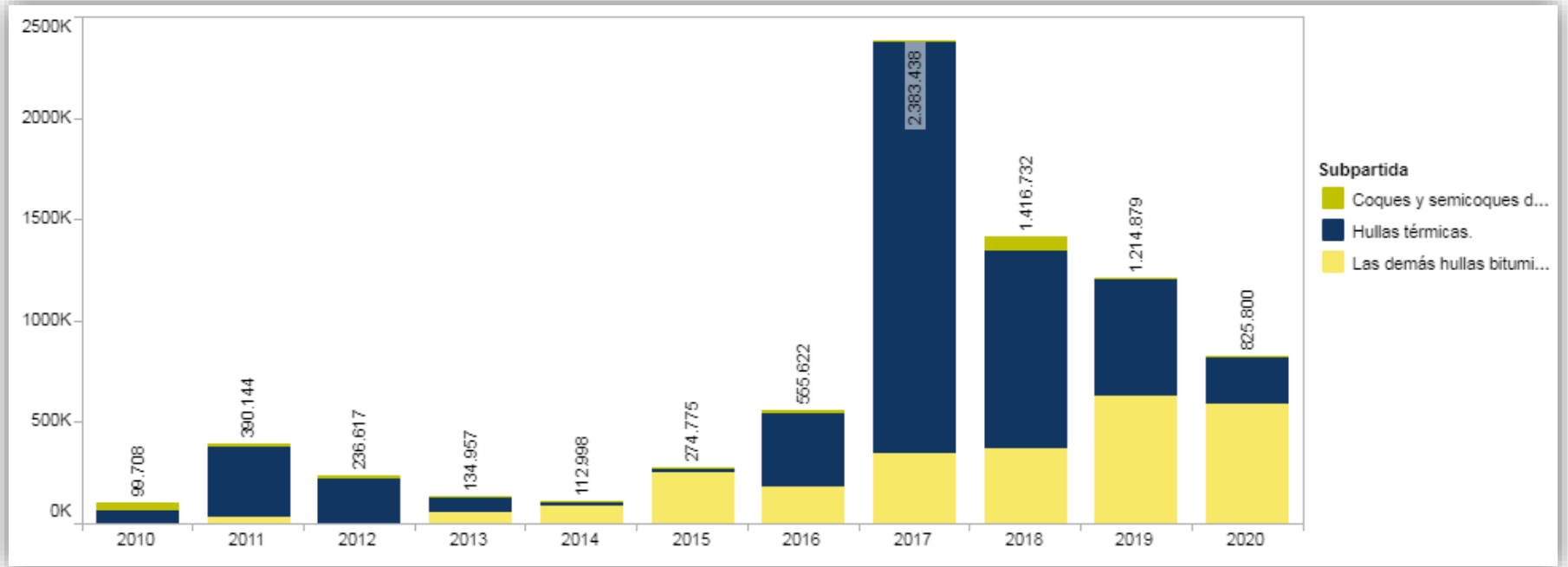
COAL PRODUCTION – SHORT TONS



41.361 Tons by
2018

JAPAN

Colombian Coal exports to Japan



Source: <https://www.upme.com>

THANK YOU

FEDECARBOY

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Kilometro 4 vía Sogamoso-Nobsa